



Birken Manufacturing Company

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3 Old Windsor Road
Bloomfield, CT 06002
203/242-2211

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Mr. Andrew Bloom
ESCO
Energy Services Company
3 Elm St. P.O. Box 565
Stockbridge, MA 01262

Dear Andrew:

I wanted to take this opportunity to write to you and thank you and your staff for an extremely professional job in retrofitting our factory floor. The results have been applauded both by management and factory workers.

As I told you, the coordination of work was excellent as we had little or no disruption of work during the installation. We appreciate your efforts and look forward to the utility savings that surely will result from this program.

Very truly yours,
BIRKEN MANUFACTURING COMPANY

A handwritten signature in black ink, appearing to read "GSG", written over a faint, circular watermark or background graphic.

Gary S. Greenberg
Vice President and
General Counsel

GSG/kmc/thanks.doc